



**SABIT GROUP PROGRAM
AGRIBUSINESS ASSOCIATION DEVELOPMENT FOR WESTERN
EURASIA & THE CAUCASUS
JANUARY 27 – FEBRUARY 24, 2007**

DELEGATE BIOGRAPHIES

ARMENIA

Hrachya Berberyan, President
Armenian Agrarian Farmers Union
Yerevan, Armenia
English Capability: Good

Company Description:

As president of the Farmers Union, Mr. Berberyan works to improve laws regulating farming in Armenia. With more than 32,000 members, the Farmers Union focuses on organizing professional training courses, supporting improved accounting and business practices, and supplying seeds and agricultural innovations that will increase productivity for association members. Mr. Berberyan believes that the emergence of effective associations will promote improvements in the production and quality of agricultural goods across Armenia.

Main Topics of Interest:

- Association development
- Farm management and marketing
- Crop production and rotation
- Accounting
- Seeds and genomics

Seyran Gevorgyan, President
Chiva Agricultural Cooperative
Chiva, Armenia
English Capability: None

Company Description:

The Chiva Cooperative unites 62 farms that produce various combinations of grains, fruits, vegetables, meat, and poultry. As president of the cooperative, Mr. Gevorgyan coordinates member services such as training and financial support, and actively works for expansion of the cooperative to include new farms and producers.

Main Topics of Interest:

- Marketing agricultural products
- Agricultural price analysis
- Principles of animal environment and structure
- Policy, industry representation, and advocacy

Vardan Hambardzumyan, President
Federation of Agricultural Associations
Yerevan, Armenia
English Capability: Some

Company Description:

Mr. Hambardzumyan leads the Federation of Agricultural Associations, overseeing sales, marketing, training and consulting services, and finance and credit management. His Federation consists of 19 member associations with 1250 member farms, and is a member of the International Federation of Agricultural Producers (IFAP).

Main Topics of Interest:

- Association development
- Marketing agricultural products
- Risk management
- Pesticides and agrichemicals
- Standards and certification issues

Artavazd Khachatryan, President
Arto Khachatryan LTD
President, Greenhouse Association
Yerevan, Armenia
English Capability: Some

Company Description:

Mr. Khachatryan is the President of both Arto Khachatryan LTD and the Greenhouse Association. His company possesses 5000 square meters of greenhouses and related equipment. Mr. Khachatryan's association is interested in implementing and developing new technologies and equipment as they relate to solar energy use in greenhouses.

Main Topics of Interest:

- Fruits and vegetables
- Greenhouse development
- Mechanization and automation of plants in greenhouses marketing and agricultural products
- Farm management
- Association creation and re-organization



GEORGIA

Tamar Qachashvili, Marketing Manager
Alazani Valley Growers Association
Tsnori, Georgia
English Capability: None

Company Description:

As the marketing manager of the Alazani Valley Growers Association, Ms. Qachashvili assists farmers in organizing cooperatives, helps farmers to reduce production costs, and to improve farmer knowledge in all aspects of farm management. Ms. Qachashvili plans to develop new domestic and foreign agricultural markets for Georgian agricultural production, and to help local farmers increase their income while maintaining agriculturally sustainable environments.

Main Topics of Interest:

- Marketing agricultural products
- Agricultural sales and service
- Agricultural price analysis
- Association organization
- Marketing, advertising, member services, and media

Aleko Mameishvili, Head of Board & Chairman
Guria Agribusiness Center
Ozurgeti, Georgia
English Capability: Good

Company Description:

Mr. Mameishvili has led his organization since its inception in 1999. The Guria Agribusiness Center develops micro finance assistance and business support services for farmers. Guria Agribusiness Center covers an area in western Georgia that has 29,000 farmers and provides organizational assistance to small farms. Mr. Mameishvili actively introduces new technologies into the region, and strives to help farmers with storage and production capabilities.

Main Topics of Interest:

- Agricultural sales and service
- Agricultural price analysis
- Plant nutrition
- Agricultural policy
- Association financial management and member services

MOLDOVA

Mihail Gomeniuc, Chief of Marketing Department
National Farmers Federation of Moldova
Chisinau, Moldova
English Capability: None

Company Description:

The National Farmer's Federation of Moldova assists member organizations in finding and purchasing seeds, while developing domestic and international markets for trading agricultural products. As a non-profit organization, the NFFM supports and defends the civil, economical, and social rights of farmers. Mr. Gomeniuc helps small farms combine together to fulfill large agricultural orders, and maintains a database with information for producers across Moldova.

Main Topics of Interest:

- Marketing agricultural products
- Agricultural sales and service
- Agricultural policy
- Agricultural price analysis
- Association organization and administration

Veaceslav Munteanu, President
PROPRODECOTUR Economical Ecological Alliance
Regional Farmers Organization, National Farmers Federation of Moldova
Edinet, Moldova
English Capability: None

Company Description:

Mr. Munteanu's organizations work on both the national level throughout Moldova, and also work on agricultural issues affecting the entire region - Ukraine, Romania, and Moldova. With 4000 farmers covered by the association, Mr. Munteanu focuses attention on new techniques in fruit and vegetable storage, processing, and sustainable development. He is also a local farm owner.

Main Topics of Interest:

- Human resource management
- Operation and maintenance of equipment
- Crop rotation and production
- Accounting, standards and certification issues
- Inter-association cooperation

Alexandr Omelciuc, Manager
Organic Farmers Association GLORIA BIOS
Gura Bicului, Moldova
English Capability: None

Company Description:

GLORIA BIOS is an association of seven organic farmers that share their equipment and other physical assets to farm roughly 24 hectares (60 acres) of land. They have roughly 40 – 45 customers, including restaurants, wholesale markets, and individuals. Mr. Omelciuc feels his association needs to better market their organic products, and better distinguish what his growers offer compared to traditional agricultural crops.

Main Topics of Interest:

- Association member services
- Marketing agricultural products
- Agricultural sales and service
- Agricultural price analysis
- Organic agricultural products in the U.S.

Yurie Usurelu, President
Agromarketex-Nord Business Cooperative
Chisinau, Moldova
English Capability: None

Company Description:

The Agromarketex-Nord Business Cooperative is a rapidly expanding cooperative that helps its members sell their harvests, represents member interests at various levels of government, and works to expand export opportunities and better access to information for its farmers. Member farms are generally located in northern Moldova.

Main Topics of Interest:

- Association management and member services
- Expanding association membership
- Crop selection and rotation
- Crop processing

Galina Vaculin, Manager & Marketing Specialist
Association of Agricultural Producers, "Teragronord"
Soroca, Moldova
English Capability: None

Company Description:

"Teragronord" provides training, information, consulting and technical services to its members, who number 100. The majority of these members are smaller farmers, although there are 20 larger farms among the membership. Ms. Vaculin also runs an experimental small laboratory to grow ecologically clean crops, and that she integrates the knowledge from her laboratory work into her association activities and seminars.

Main Topics of Interest:

- Technical assistance provided by associations to members
- Crop protection from environmental conditions
- Government assistance and tax regimes
- Agricultural equipment for smaller farmers

UKRAINE

Yevgen Didchenko, Working Manager
Germes Trading LTD
Ukraine Grain Association
Kiev, Ukraine
English Capability: Some

Company Description:

Mr. Didchenko sees a possibility to utilize Germes Trading Ltd. as the basis for a larger Ukrainian association for grain producers that would include farmer banks, better representation before the government, and more possibilities to work together with foreign partners and suppliers. In his view, there is an important need for a leasing system in Ukraine so farmers can utilize advanced farm equipment, or even basic trucks to bring goods to markets.

Main Topics of Interest:

- Promoting association growth
- Government regulation and agricultural policy
- Animal science
- Equipment and agricultural productivity

Mykola Hanzha, Director
New Way LTD
Peski, Chernigov, Ukraine
English Capability: Some

Company Description:

New Way LTD is a private agricultural producer, leasing about 1570 hectares (3880 acres) of land. One part of the land parcel is used to produce winter wheat, rye, barley, corn, and potatoes, while the remaining part is for livestock. The company is a member of the Ukrainian Potato and Vegetable Association, and of the Chernigov Regional Livestock Association.

Main Topics of Interest:

- Association management, advocacy and fundraising

- Farm machinery
- Accounting
- IT applications in agriculture

Oleg Kashchenko, Director & Chief
Sokol Farm
Agricultural Production Cooperative "Dnepr"
Agroindustrial Firm Soyuz
Farmers Association of Krasnogvardeyskiy Rayon
Krasnogvardeyskoe, Crimea, Ukraine
English Capability: None

Company Description:

As a director of a cooperative, two associations, and owner of his own farm, Mr. Kashchenko possesses over a decade of experience in agribusiness entrepreneurship, producing cereals and vegetables in his fields and pork on his farm. He sees his farm and organizations moving in the near future to establishing a dairy cooperative, expanding pork production, installing drip irrigation for his vegetable crops, and creating a chain of retail stores to sell his farmers' products directly to consumers.

Main Topics of Interest:

- Association lobbying
- Marketing and sales of agricultural commodities
- Agricultural credit and finance
- Used equipment

Oleksandr Matviyets, Executive Director
Dairy Beregivzhunu, Agricultural Service Cooperative
Beregovo, Ukraine
English Capability: None

Company Description:

Dairy Beregivzhunu is owned by Mr. Matviyets and two other individuals, and was established with the assistance of USAID's Agricultural Marketing Project. Their cooperative provides services in harvest handling and marketing, primarily for cucumbers, tomatoes and peppers. While the cooperative is new, it has had success in finding processors and wholesalers for its members, including some in Hungary and Russia. The cooperative also provides technical services and access to fertilizers, seeds, feed, and spare parts to its members.

Main Topics of Interest:

- Association financing, accounting and marketing
- Expanding association membership
- Irrigation systems for fruits and vegetables
- Government agricultural policy

Rozaliya Omel'chuk, Chief & Owner
Rozana Farm
Nova-Nykolaevka, Krasnoperkopskiy Rayon
Crimea, Ukraine
English Capability: None

Company Description:

Rozana Farm is private, and has roughly 20 permanent workers who help with the cereal and vegetable crops. Ms. Omel'chuk sees the farm's primary problem as a combination of its lack of mechanization and inability to find reasonable source of long-term credits to address the problem. Her enterprise is also a member of the Farmer's Association of Crimea, and she serves an appointee of the Coordinating Council within the Association.

Main Topics of Interest:

- Farmers cooperatives
- Association lobbying
- Energy and resource-saving technologies
- Vegetable storage

Sergiy Radkov, Chairman

**Council of Agricultural Manufacturers of Kupyansk
Kupyansk, Ukraine**

English Capability: None

Company Description:

Mr. Radkov's Council of Agricultural Manufacturers is the regional branch of the Kharkov Council of Agricultural Manufacturers, and represents a region of roughly 100,000 people. The Council provides a number of technical services and support to its members, who number 22 enterprises with a total of 3,000 employees.

Main Topics of Interest:

- Agricultural sales and marketing
- Agricultural engineering
- Seed hybrids
- Association relationships w/ foreign organizations
- Farmer's cooperatives in the U.S.

Andriy Suslov, Chairman

Suslov Farm

Koloski, Saki Rayon, Ukraine

English Capability: None

Company Description:

The Suslov Farm grows fruits, vegetables, grains and raises livestock on 300 hectares (740 acres). They are currently moving away from grain production to peaches, grapes, and vegetables, as the cost per hectare of production is lower. The farm is a member of the Association of Crimean Farmers, and actively looks for ways to promote agriculture to the youth of the region.

Main Topics of Interest:

- Sales and marketing of agricultural commodities
- Young farmers organization/agricultural promotion
- Technology and agricultural productivity